Mr Lonnie B Hays

Dear Sir

Your little Vibrator
I received, have tried it
on both my Banjos the
one I use for finger playing
and the one I use for Plectrum
playing, and I find ~~that~~
it mellows the tone, without
decreasing the volume, it
is something which is needed
and I cheerfully recomend it
to all my correspondents Plectrum
players, ~~of~~ which number over
two hundred,
Will you kindly let me
know the wholesale
price on them say by the

doz as I may be able to
dispose of a lot of them
for you, also will you
give me the Chicago agency?
Also send me some literature
and advertising matter. I
will enclose one in each
of my orders.

Yours Resp
A. J. Shaw
Tab 8/12

second reply. Feb 18-1912.

EDWIN J. PRINDLE
ARTHUR WRIGHT

LAW OFFICES OF
PRINDLE AND WRIGHT
THE TRINITY BUILDING
111 BROADWAY, NEW YORK
TELEPHONES, RECTOR 8475 AND 8476

SPECIALTIES
PATENTS, PATENT CAUSES
TRADE-MARKS AND COPYRIGHTS
CABLE ADDRESS, PRINWRIT

April 4th, 1912.

Mr. Lonnie B. Hayes,
1017 Windsor Street,
Cincinnati, Ohio.

Dear Sir:--

We note that in a late issue of the "Cadenza" you have an advertisement upon a mute for stringed instruments. As attorneys for Mr. Dennis E. Hartnett, who has patent protection upon a similar construction, we take this opportunity to warn you against any act which might be construed as an infringement of his rights. You doubtless know that Mr. Hartnett has long been active in the field of improvements upon stringed instruments, and he considers that he is in the forefront in improvements of instruments of this character, and will take all necessary steps to see that his rights are enforced.

very truly yours,

AW/JF

Prindle & Wright

April 6th 1912.

In reply to your letter of the 4th will say that I have no desire to infringe upon Mr Hartnett's patent, and I ask you to send me the number of his patent which is a similar construction device. Awaiting an early reply.

Yours to. Hayes.

(Ans. to this letter)

EDWIN J. PRINDLE
ARTHUR WRIGHT

LAW OFFICES OF
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111 BROADWAY, NEW YORK
TELEPHONES, RECTOR 8475 AND 8476

SPECIALTIES
PATENTS, PATENT CAUSES
TRADE-MARKS AND COPYRIGHTS
CABLE ADDRESS, PRINWRIT

April 9th, 1912.

Mr. Lonnie B. Hayes,
1017 Windsor Street,
Cincinnati, Ohio.

Dear Sir:--

The patent of our client, Mr. Hartnett, has not yet been issued, but it contains claims which are broad enough to be infringed by your construction. These claims are as follows:

"A damping device for plucked and bow instruments, comprising upper, lower and middle engaging means to partially suppress the sound engaging the vibratory portions of the strings of one of said instruments.

"A damping device for stringed instruments, comprising upper, lower and middle engaging means for engaging the vibratory portions of the strings to partially suppress the sound, and means for moving the middle engaging means in opposition to the plane of the other two engaging means.

"A damping device for plucked and bow instruments, comprising upper, lower and middle engaging means to partially suppress the sound engaging the vibratory portions of the strings, the middle engaging means being integral with one of the other engaging means."

We cannot, of course, give out any further information in regard to the matter at the present time.

Very truly yours,

Prindle & Wright

AW/JF

April 13, 1912.

I beg to acknowledge receipt of your favor of the 9th. inst. upon reading it carefully, I do not see that my device is an infringement on Mr. Hartnell's claims.

I kindly ask you to send me a cut of his damping device, or one of them, as I understand that they are on the market.

I sincerely hope that you will comply with my request so that I can have a clearer idea of his device.

It is my desire to have this matter settled at an early date, and I feel that ~~my~~ his rights can be protected without being infringed by the construction of my device.

Thanking you in advance, I beg to remain

Yours very truly

Jennie B Haymon

April 30-12

Dear Sir -

Please send to me
'The Vibrator' as adv.

Annie R. Pfund -
949 Main St.
Hartford - Conn.

received 75¢
25¢ returned

Whole or Part of
ENTERTAINMENT
undertaken for Concerts, etc.

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BANQUETS,
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Sole British Agent for the famous
"Gibson" MANDOLINS, MANDOLAS, MANDOCELLOS, MANDO-BASSES, GUITARS, & HARP-GUITARS.

May 6th 1912.

Mr Lonnie B. Hayes.
1017, Windsor St,
Cincinnati. O.
U.S.A.

Dear Sir,

Cadenza introduced me to you.

You will know my name. Have been the Gibson Agent for years, am taking over the Agency for Stahl, have done business with Stannard, Odell, Jacobs, and other of your countrymen, and am well known and reliable. So much for the introduction. Now to business.

Am interested in your Vibrator for Banjo. We have had Mutes, and Tone Producers in years past over here, but they "taketh not". Either the price has been too high, or if not too high, the result not satisfactory. The priciple of your Vibrator seems different. If as claimed, I can place a number of them in this country after the prejudice to these devices has been overcome.

Could it be used equally on the open back, and the closed back.(The latter is used here a good deal and known as the Zither Banjo.) Question No 1.

Will it stand the expense of securing the English Patent Rights. Question No 2.

If we can arrange terms will you make me your sole distributing Agent for Great Britian and the Colonies. (3)

At any rate to set the ball rolling send me a sample, and quote me terms for doz,---3 doz---6 doz---and gross.

Hope we do good business together.

Very Truly Yours,
A. de Vékey

Answer Questions 1 2 3

Enclosures will indicate that I'm well in touch with the right People

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Sole British Agent for the famous
"Gibson" MANDOLINS, MANDOLAS, MANDOCELLOS, MANDO-BASSES, GUITARS, & HARP-GUITARS.

5 one per day, Banjo, 4/ each.
6 dozen
2 dozen 30 one

May 9th 1912.

Mr Lonnie B. Hayes.
1017, Windsor St,
Cincinnati. O.
U.S.A.

Dear Sir,

Cadenza introduced me to you.

You will know my name. Have been the Gibson Agent for years, am taking over the Agency for Stahl, have done business with Stannard, Odell, Jacobs, and other of your countrymen, and am well known and reliable. So much for the introduction. Now to business.

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Could it be used equally on the open back, and the closed back. (The latter is used here a good deal and known as the Zither Banjo.) Question No 1.

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If we can arrange terms will you make me your sole distributing Agent for Great Britian and the Colonies. (3)

At any rate to get the ball rolling send me a sample, and quote me terms for doz,---3 doz---6 doz---and gross.

Hope we do good business together.

Very Truly Yours,

A. de Vekey

125 Arthur Street
Moore Park
Sydney N.S.W
Australia
May 18th 1912

Mr Lonnie B. Hayes

Dear Sir

Please find enclosed Money Order value 3-3 for which please send me one your Vibrator's as illustrated in April "Cadenza"

I was showing the illustration to some of my Pupils so they want me to get them one each as it's too late to get Money Order to catch this mail I'll send for 2 more next mail & give them a "Try out"

We are doing good busines with the Picture Shows taking the place of the illustrated Songs & if they do all you claim for them they are just what we require

Yours fraternally
Harry Price

Los Angeles May 21, 12

Mr. Sonnie B. Hayes -

My Dear Sir;

Please find stamps enclosed to defray expense of the Vibrator. I have tried it on my banjos, Viz: a Bacon and a Dewcorn. I think, as you say, it is more improving to the tone of a "tin pan" banjo than to a mellow tone banjo or Wooderim banjo. The Vibrator is a capital device. It mellows the tin pan banjo and subdues and controls the wild ones

that terrify. I enjoyed your letter very much. I sense that you are a practical man of the Dalfrede sort with keen appreciation, a sensitive emotional nature, swayed by the soul of things more than the objective. I have not seen Farland's latest model of which you write. The Bacon banjo is the favorite here. I suppose you read the Cadenza & Crescendo and keep in touch with the Trio instruments. I wish you success in

every way, and trust
O may hear from
you again some time,

Very Truly Yours

W. P. Chambers
431 Blanchard Bldg.
Los Angeles
Cal.

125 Arthur Street,
Moore Park,
Sydney. N.S.W.
Australia.
May 27th 1912

Lonnie B. Hayes

Please find enclosed Money Order value 9-6 for which send me 3 more "Vibrators" for Banjo

I sent for 1 last mail and since then I've been showing your illustration in "Cadenza" to my pupils & friends & I can place 3 more Some are waiting till they see "The goods" & if they turn out "true to label" there might be something doing.

Wishing you every success

Yours truly
Harry Price

AN EXPERT IN MUSIC AND COMEDY.

PERCY

NAVA,

THE NOVEL

Musical Comedian.

A Master on the Banjo ? in Solos, Tricks and Imitations,

NOVELTY ITEMS ON THE PHONOFIDDLE & WHISTLING, ETC.

Can work Versatile Comedy Characters or Evening Dress.

c/o agents ADD.
Steve Smith 22 Walker Terrace
Gateshead on Tyne
Northumberland
England

On Tour THIS WEEK Cramlington
Wed Mar 27/12

Jonnie B Hayes Esq

Dear Sir

Kindly send to me at my agents address above one of your Vibrator s to fit a 11" Hoop of a Clifford Essex Concert Grand Banjo. If your "Vibrator" is good I shall be able to push it some for you

I enclose M.O. for 3/6 equal to 80 cents

Yours Very Truly

Percy Nava

On approval
July 18. 1912

19 Corona St
Dorchester
Mass.

July 17 - 12.

Mr. Sonnie B. Hayes :-
Cincinnati. O,

Dear Sir:-

Please send me on ten days trial, one of your Vibrators, if satisfactory, will recommend it to the members of our club.

Yours Respectfully
Thomas Palmer
Banjo Soloist & Teacher

New Haven, Conn. July 24th 9[illegible]

Mr. Lennie B. Hayes.
1017 Waddick St. Cincinnati Ohio.

Dear Sir;

Vibrators received, and after giving same a thorough trial, find same, all, and more than you claim for them.

Its a wonderful invention and I predict a phenominal success for it.

It not only adds lustre and resonance to the Banjo tone, but it also adds to the beautiful harmonic effects.

My Imperial Banjo Quartette has adopted your Vibrator permanently, and voice me in high commendation of it.

Success to you.

Fraternally Yours,
Frank B. Smith
410 Y.M.C.A. Bldg.

19 Corona St.
Dorchester
Mass.
Aug 4-12

Mr Sonnie B. Slayer
Cincinati, O.

Dear Sir.
Enclosed, please find
money order for payment
on Vibrator which I
find very satisfactory

Yours Truly
Thomas Palmer

Ans aug 13-1912.

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undertaken for Concerts, etc.

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Sole British Agent for the famous
"Gibson" MANDOLINS, MANDOLAS, MANDOCELLOS, MANDO-BASSES, GUITARS, & HARP-GUITARS.

August 9th 1912

Mr Lonnie.B.Hayes.
1017 Windsor St,
Cincinnati. O. U.S.A.

Dear Sir,

Answering yours of May 28th.

The Vibrator you sent me I have tried, and find that it positively betters the tone of the Banjo. I enclose on a separate slip a line or two you are at liberty to use in your advertising if you wish. Now to business. I have gone through the prices in the English currency, and find, that if we are to get them on the market we must make the price right for the teachers. In the first place, they must reach me at 24 cents each, or One shilling, and would have to be sold to teachers at say 42 cents, or One shilling and ninepence. This would enable the teacher to retail them at three shillings or 72 Cents.

I will take a doz at this rate to see how they go, if you like, and it pays you, this price to be maintained ~~xxxxx~~ whether future orders are in 4 dozens, 3-doz, 6 doz, or Gross. Thus the price to be $2.88. per dozen, postage extra. If we want them quickly on the market we must make the price right ALL ROUND. This really seems a very fair price for an article of this kind, considering the price of some of the novelties over here.

I have thought it out carefully, and if you find that it will leave you a "worth while" margin, we can get going on these terms, but whether we do anything together or no, I will always put a good word in for your Vibrators, as they are honestly deserving of it.

If you agree to this you may put my name down as the Agent and I'll slip a few of this doz round to different biggest teachers here, and from their opinions will base the size of next order.

Very Truly Yours, A. de Vékey

Ans Aug 29— Price 4 34 O.K. Send one dozen as soon as poss I hope we

"Make your Banjo musical"

The Vibrator
Pat. applied for
Will improve the tone and action of any Banjo

Guaranteed
To give satisfaction or Money refunded after ten days' trial

LONNIE B. HAYES

~~1017 WINDSOR STREET~~
2535 Park Ave.
CINCINNATI, O.

~~November~~ Dec 5, 1912.

Mr.M.J.Brimberry,
Victor, Colo.
Dear Sir:

Your kind inquiry of the 2nd received, and in reply I am sending under seperate cover one Vibrator on approval.

Kindly follow direction carefully, and I am quite sure that you will be well pleased with results, and I also wish to state that this devise will not give satisfactory results if steel strings are used.

Having the real article is very much better than reading matter, so now it is up to you to decide what to do, and if you are satisfy, will you kindly remit 50 cents in payment of same.

Thanking you for the inquiry, and trusting that it will meet with you approval, I am,
Yours very truly,

Lonnie B. Hayes

Paid

ROWLAND RAMMAGE MURIEL VINCENT

LONDON'S FAVORITE ENTERTAINERS

RAMMAGE & VINCENT

PRESENTING

HIGH CLASS BANJO, SINGING AND
DANCING SPECIALTIES

620 Dearborn Ave.
Chicago Ill. 10/10 1912

En Route

Mr. Lonni B. Hays.
Cinci - O.

Dear Sir. Please rush a Vibrator and bill for same If O.K. will need two more.

Sincerely
Rammage & Vincent.

P.S. Will be in town till 17th.

2 on approval Oct 12th. - 75¢

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undertaken for Concerts, etc.

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BANQUETS,
YACHTING CRUISES,
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Oct 16th 1912.

Lonnie.B.Hayes,
2535, Park Avenue,
Cincinnati. O. U.S.A.

Ans Nov 17-1912

Dear Sir,

The Vibrators arrived. I have sent several round to some of the crack players in this country, and expect to have some news in a few days, when I will write you again. In the meantime I enclose M.O. in settlement. $2.88. and 24 ¢ post. ($3.12.)

There is just one point I want to chat over with you. It is this. That I expect you to give me the Sole British Agency for your Vibrators, and refer all applicants in Great Britian to me.
Now let me see if I can put some business your way.
Write to Walter J.Stent, 19,Hunter St, Sydney, N.S.W. Australia, and to Louis W.Bloy, 23 Inglis' Bldg, Christchurch, New Zealand, and send them a sample Vibrator. Tell them both that I have recommended you to send them one, and that I think very highly of them. I will also mention it in my letters to them. You are sure to do some business with them.

Bye the bye, let me have the names and addresses of any in Great Britian who may have used your Vibrator. If they teach I will follow them up with personal letters, and let them know that they can obtain them here, and try for repeat orders.

Every good wish,

Very Truly Yours,

A. de Vékey

ROWLAND RAMMAGE

MURIEL

LONDON'S FAVORITE ENTERTAINERS

RAMMAGE & VINCENT

PRESENTING

HIGH CLASS BANJO, SINGING AND
DANCING SPECIALTIES

En Route Chicago Ill. Dec 24 1912

Mr Lonnie B. Hayes.
Cinci O.

Dear Sir. Enclosed find M.O. for vibrators. Have been waiting for a good opportunity to try them out. Am using them this week and they are great. Action is much easier and volume of tone increased.

Sincerely Yours.

Rammage & Vincent

Next Week. Gen. Del.
Detroit Mich.

Dec 20

(addrss)

Taungs.
Cape Province
South Africa
30. 11. 1912

Mr Lewis B. Hayes
Cincinnati. O.
U.S.A.

Dear Sir

I received the two vibrators for Banjo and have given them a thorough good trial. They are the best things in that line that I have come across. No more slapping tones and no need to play an hour before producing a good mellow tone as is sometimes the case without the vibrator. The improvement in tone generally causes much comment.

I Congratulate you.

Yours Sincerely
Theo. Swanston.

Kimberley
S.A.

D. DUSSAULT,

2428, RUE HUTCHISON

MONTREAL, Feb 7th 1913

M Lonnie B Hayes,
Cincinnati.

Gentleman,

Please send me for days description of your vibrator that you praise in the Cadenza tell me the price & send catalogue if you have any

Yours truly
D Dussault

see letter

Visit our office Feb 24

2428 Hutchison St.
Montréal
Canada

Cin. O. 5/6, '13

Mr. Lonnie B. Hayes,
Cin. O.

My Dear Mr. Hayes:

I wish to thank you for your kindness in assisting in making the program of May the first the success it was.

We all appreciate your splendid number and from remarks I have since heard, the audience was very much pleased.

Please accept my congratulations on your success as well as my thanks and appreciation of the favor rendered

the school.

Very truly yours,

Ella M. Sullivan

Montreal, Nov 25th 13

Mr L B Hayes,
Cincinnati.

Dear Sir,

Enclosed please find 35¢ in stamps please send me as soon as possible a vibrator for my banjo. I dont know if you have made a mistake the last time I have ordered same but I have had 3 vibrators for 70¢ Is it the price? Kindly tell me if those vibrators after a certain length of time become no good & if I can use Farland silk strings with it ~~and also~~ I have a Farland concert Guard ~~must~~ since from my [illegible] must I put the bridge the same distance from 12 feet as this feet is from the nut when using your vibrator. If we use your vibrator during some time can we put out and pay

on again or if it is better when we have put on to leave it there all the time?

Yours truly

D Dussault

2536 Hutchison St.

P.S. Let me know if you sell anything else regarding the banjo

D.D.

ZARH MYRON BICKFORD
616 WEST 116TH STREET
NEW YORK CITY

10/11/21

Dear Mr. Hayes:

It is very pleasing to me to get such letters as yours, and I have had quite a number of them since this little dispute came on. I have staged a little come-back for the next issue, but didn't dig into him quite so strongly as I should have if he hadn't weakened his case so much in the last effusion. I thought his arguments were so weak there that almost anybody could see through his game and realize that he was beaten on his feet.

I know "Z. Porter Wright" very well and know that he not only knows absolutely nothing about the banjo, but that he actually dislikes it, and in fact, told me several years ago that he would not have one in his house. He makes believe in the last article that he really does like it, but that's all bluff. I might also go a little further and tell you that he was present at the concert he referred to when Farland played the Chaconne, for I saw him there and talked with him!

I am really surprised that Jacobs would let him go on and cast such slurs against one of the instruments which the Cadenza represents.

I have taken you at your word and sent the letter on to Jacobs and asked him to use as much of it as he cares to.

I'm going to spring a little surprise at the next Guild Convention in the banjo line, and hope you are planning to be present. This is going to be the biggest and best one we have ever had and I want all the "bugs" on hand, and have already heard from a bunch of them that they are coming.

Thanks for writing, and let me hear from you again.

Cordially,

Zark Myron Bickford

October 10th.1921.

Dear Mr. Bickford:

In the last issue of The Cadenza, I note with unusual interest that you are going to attend to Z. Porter Wright in the next month Cadenza. My only hope is that you select a strong club, and use plenty of your renewed vigor and "pep".

I have very little respect for him because of his writings about the five string banjo. He may think that you were the only one "het" up, but I was more than "het" up after reading a part of, "Putting on the Dog". in the Febuary issue, page 14. and at that time I was fully convirced that he was not in love with the banjo. The part I have in mind is this, read slowly, but keep cool if possible.

> Not so many years ago I had the opportunity to hear a celebrated banjoist play Bach's "Chaconne" from the Fourth Sonata for unaccompanied violin. If the soloist had intented to play it on the violin, I should certainly have gone to hear him, for he is truly an artist, with the soul and fire of real musicianship, but to hear that wonderful Bach creation purmeled around on a vellum-head instrument was too much for me to stand. So I stayed at home and read the Saturday Evening Post.

STOP - LOOK - LISTEN

FIRST- Had he loved the banjo, then he would not have stayed at home to read the Saturday Evening Post.

SECOND- He thinks the "Chaconne" can not be played on the banjo, but Mr. Farland does. Now which one do you think ought to know?

THIRD- He could not stand to hear Mr. Farland " PLUMMELED AROUND on a vellumhead instrument. Purmeled around- meaning, playing. and vellumhead instrument, meaning the banjo.

NOW- Why was this sarcastic term used in place of "played on the banjo? Does he love the banjo? If so, then why did he stay at home to read the Saturday Evening Post? Is he for the banjo or against it? What do you think?

Oh! I think it is too bad that he does not write for the Saturday Evening Post, instead of the good old Cadenza. It does seem to me that a writer for the Cadenza ought not comdemn or to lower the standard of one of the instrument for which the Cadenza is noted.

I beleive you will see by this letter that I do not like Mr. Z. Porter Wright, and also that he does not like the five string banjo. Whats your answer?

I am very thankful for the firm stand you are taking in behalf of the banjo.

Speak well of the banjo and I'll admire your; condemn it and I'll hate you. That is how I stand for the banjo.

Yours sincerely,

Every Banjo player should fix on his instrument one of your neat little attachments, which very greatly improves the tone.

To try it once, is to use it always.

A. DE VEKEY,
1, STAFFORD RD.,
OLD CHRISTCHURCH RD.,
BOURNEMOUTH.